



# International Marketing and Trade Statistics

## January 2019

The Agricultural Marketing Division offers a variety of programs and services to assist Kansas farmers, ranchers and agribusinesses market their products and services overseas. Kansas exports account for one-third of total exports leaving the state.

Kansas Department of Agriculture international marketing services include: assisting with overall international marketing strategies and plans; assisting with market research and basic understanding of export/import protocols and regulations; hosting foreign buying teams; leading industry-specific trade missions; and membership in national and international trade associations that give Kansas farmers, ranchers and agribusinesses access to a variety of programs and services. Memberships include:

- U.S. Grains Council
- U.S. Livestock Genetics Export, Inc.
- Food Export Association of the Midwest
- North American Agriculture Marketing Officials
- U.S. Meat Export Federation

Organized in-bound and out-bound trade missions and meetings promoting the Kansas agriculture industry have been held with representatives from the following countries: Argentina, Australia, Azerbaijan, Bulgaria, Brazil, Canada, China, Colombia, Costa Rica, Croatia, Cuba, Ethiopia, France, Ghana, Guatemala, Indonesia, Israel, Japan, Kazakhstan, Korea, Kyrgyzstan, Madagascar, Mexico, Moldova, Mozambique, Nepal, Nigeria, Pakistan, Panama, Paraguay, Peru, Philippines, Russia, Rwanda, Serbia, South Africa, Spain, Taiwan, Tajikistan, Tanzania, Thailand, Turkey, Ukraine, Uruguay and Zambia.

Calendar Year 2018 Kansas Ag Exports, By Product

Rank	Product	2018 Exports	Percent
1	Meat, Edible Offal	\$1,694,334,470	44.2%
2	Cereals	\$878,838,224	22.9%
3	Oilseed	\$507,116,441	13.2%
4	Residues, wastes	\$318,340,993	8.3%
5	Fats, Animals, Vegetables	\$106,245,105	2.8%
6	Dairy Products	\$87,212,440	2.3%
7	Misc. Edible Preps	\$64,547,979	1.7%
8	Milling Products	\$48,285,187	1.3%
9	Animal Products, NESOI	\$30,127,119	0.5%
10	Cocoa & Cocoa Prepared	\$21,051,270	0.5%
	Other	\$75,254,749	2.00%

Total \$3,831,353,977

All data collected by Euromonitor International

Kansas Ag Exports, 2014-2018

Year	Agricultural Exports
2014	\$4,172,548,909
2015	\$3,318,539,202
2016	\$3,465,295,787
2017	\$3,634,471,709
2018	\$3,831,353,977

2018 Kansas Ag Exports, Top 10 Countries

Rank	Country	2018 Exports	Percent
1	Mexico	\$1,254,881,334	32.74%
2	Japan	\$754,018,565	19.67%
3	Canada	\$320,385,359	8.36%
4	South Korea	\$279,025,488	7.28%
5	Taiwan	\$167,209,183	4.36%
6	Hong Kong	\$149,047,050	3.89%
7	China	\$113,117,766	2.95%
8	Nigeria	\$78,346,723	2.04%
9	Vietnam	\$73,412,871	1.92%
10	Iraq	\$49,600,000	1.29%